



<http://www.circle6consulting.com>



**AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**  
*Mission Oriented Business Integrated Services (MOBIS)*

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Rockfield, KY 42274  
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## **Overview**

Circle 6 Consulting is renowned for developing strategy, policies, objectives, plans, and procedures to integrate Lean Six Sigma (LSS) into agency operations. We develop and implement deployment strategies, i.e., training objectives, master black belt, black belt, and green belt selection and training, executive steering committees, and methodologies for a diverse group of firms. We also train senior leaders in Lean Six Sigma concepts, methods, tools, roles and responsibilities, including the conduct of Project Sponsor Workshops and Executive Leadership sessions for our clients. We specialize in custom curriculum development and develop and deliver Lean Six Sigma training material and courses for public and private firms as well as government entities.

Our proven Lean Six Sigma roadmap delivers sustainable results. We integrate the LSS methodology with other continuous process improvement (CPI) activities and the strategic planning process to develop a mission-specific, robust solution.

## **Mission Experience**

We feel very fortunate to have worked with an impressive cross-section of government agencies including the U.S. Department of Defense, the U.S. Navy – NAVAIR, NAVSUP, the U.S. Army – DUSA-BT, USARCENT, TRADOC, USAAC, ARNG, the U.S. Veterans Administration and more.

## Approach

We believe a successful LSS or CPI effort must be connected to an overall plan that is designed to deliver impactful and sustainable results. Our 7-step approach ensures that the CPI mission is accomplished and the agency is truly changing the culture and promoting a continuous improvement mindset. We realize that organizations may have progressed through any number of steps prior to our involvement. To best serve our clients we offer assistance in three areas: Full LSS deployments, support for existing LSS deployments, and project support at the operational level. Our extensive LSS implementation experience allows us to seamlessly support the client's mission at any or all levels of the deployment.

**Step 1 – Leadership** The objective of this first step is to ensure authentic leadership and active participation in the creation and support of a continuous improvement environment. Leadership is dedicated to sustaining values, fosters visibility, and has enthusiasm that promotes process excellence.

**Benefits:** (1) a clear understanding and alignment to a common vision and consistency in purpose; (2) enhanced team productivity through common understanding of the value of leadership and team effectiveness.

**Tasks**

- Establish burning platform
- Establish team roles and responsibilities
- Review current strategic plans - metrics
- Establish assessment elements
- Understand Voice of the Customer (VOC) analysis

**Deliverables, including but not limited to:**

- Lean Six Sigma Overview
- Force Field Analysis
- Assessment elements defined – Baseline

**Step 2 – Strategy** This step is performed with the objective of ensuring strategic alignment and active participation in the creation of a continuous improvement plan. Circle 6 works to build a strong foundation to support a more rigorous and disciplined mindset around continuous improvement efforts.

**Benefits:** (1) clarity and commitment of metrics and behaviors in a shared strategic plan; (2) a specific continuous improvement roadmap for both culture and dedicated leadership team.

**Tasks:**

- Review, discuss and create vision matrix
- Define, create change matrix – functional departments
- Establish team LSS roles and responsibilities

**Deliverables, including but not limited to:**

- Vision Matrix
- Change Matrix
- Complete LSS Roles & Responsibilities Matrix

**Step 3 – Effort** The objective of this step is to provide clarification and amplification on key fundamentals of communication, project alignment and prioritization, and creation of financial operational definitions. The results provide guidance for effective participation in the continuous improvement effort.

**Benefits:** (1) communication clarity and support of a common language; (2) critical alignment and agreement of project support; (3) consistent and effective alignment of financial savings.

**Tasks:**

- Review, discuss and establish communication plan for Leadership.
- Create project selection template – define Key Performance Indicators.
- Develop detailed financial definition & tracking process.

**Deliverables, including but not limited to:**

- Communication Plan
- Project Selection Methodology
- Financial structure defined

**Step 4 – Practice** This step is employed in order to deliver a persistence and working knowledge of continuous improvement and leadership skills that are exercised repeatedly in order to acquire or perfect a learning organization.

**Benefits:** (1) a shared continuous improvement vision; (2) project pipeline opportunities; (3) improved LSS knowledge and expectation of roles and responsibilities; (4) Clear directions on projects.

**Tasks:**

- Identify and schedule awareness training.
- Establish project identification sessions.
- Conduct Leader / Sponsor workshops
- Prioritize projects.
- Write project charters.

**Deliverables, including but not limited to:**

- Awareness Training
- Project Pipe-line
- Leaders / Sponsor Workshops

**Step 5 – Skills** This step is implemented to develop a personal mastery and level of proficiency both in terms of process efficiency and in a disciplined workforce that understands the rigor and mindset needed to meet and exceed customer requirements.

**Benefits:** (1) build confidence in LSS methodology; (2) financial savings; (3) foster genuine commitment; (4) build commitment and confidence; (5) teamwork.

**Tasks:**

- Identify, plan and execute Kaizen events.
- Conduct GB/BB Workshops
- Create project & financial tracking worksheets.
- Provide status on projects and knowledge of applying LSS methodology.

**Deliverables, including but not limited to:**

- Build – Execute a Lean/Kaizen Event.
- Green Belt/Black Belt Workshops.
- Financial Tracking
- Coaching / Mentoring templates
- Project Tracking Tools

**Step 6 – Embedded** The objective of this step is to have strong leaders at every level of the organization and to ensure that continuous improvement is becoming part of the organization's daily norms, values and behaviors.

**Benefits:** (1) having a shared purpose and vision; (2) empowerment; (3) high performance teams; (4) sustainable results; (5) process ownership / accountability

**Tasks:**

- Establish assessment team
- Develop detailed assessment work plan
- Conduct internal assessment.
- Establish interview of assessment.

**Deliverables, including but not limited to:**

- Assessment results (leadership, metrics, culture, learning)
- Action Plans

**Step 7 – DNA** To ensure the momentum is sustained and strong. Continuous improvement is a mindset within the organization. Those in leadership positions at all levels are designers, stewards, and teachers.

**Benefits:** (1) a learning organization; (2) participative openness; (3) reflective openness; (4) "forgive and forget" transformation

**Tasks:**

- VOC network
- Benchmarking industries
- Sharing best practices
- Monitor and improve

**Deliverables, including but not limited to:**

- Lessons Learned
- Next Steps



***Authorized Federal Supply Schedule Price List***

Online access to contract ordering information, terms and conditions, up-to-date pricing and the option to create an electronic delivery order is available through GSA Advantage™, a menu-driven database system.

The Internet address for GSA Advantage™ is  
[https://www.gsaadvantage.gov/advgsa/advantage/main/start\\_page.do](https://www.gsaadvantage.gov/advgsa/advantage/main/start_page.do).

**Contract Number:**

GS-02F-0191X

**Contract Award Date:**

June 22, 2011

**Contract Period:**

June 22, 2011 – June 21, 2016

**Contract Administrator:**

Nathan Sprague

President

Office: (270) 282-1053

Facsimile: (270) 796-8357

[nsprague@circle6consulting.com](mailto:nsprague@circle6consulting.com)

**DUNS Number:**

791784031

**Business Size:**

Small

**Approved Special Item Numbers:**

874-1: Consulting Services

874-2: Facilitation Services

874-4: Training Services

874-5 Support Products



## **CUSTOMER INFORMATION SERVICES & PRICES**

### **1a. Table of Awarded Special Item Numbers (SINs):**

874-1: Consultation Services

874-2: Facilitation Services

874-4: Training Services

874-5: Support Services

Circle 6 Consulting, Inc. offers the Government prices FOB Destination, "Domestic Delivery" for Special Item Numbers (SINs) 874-1, Consulting Services, 874-2, Facilitation Services, 874-4, Training Services, and 874-5, Support Products.

### **1b. Identification of the Lowest Priced Item/Service and Lowest Unit Price for That Item/Service for Each Special Item Number Awarded.**

Prices shown in the price list are valid for all domestic destinations. Travel costs will be expensed in accordance with Joint Travel Regulations.

**2. Maximum Order Limitation:** \$1,000,000.00

**3. Minimum Order:** \$100.00 or lowest cost of service

**4. Geographic Coverage (Delivery Area):** 48 contiguous states, District of Columbia, Alaska, Hawaii, Puerto Rico and American possessions

**5. Point of Production:** Same as company address

### **6. Discount From List Prices or Statement of Net Price:**

Prices shown in the price list are net with all discounts deducted.

**7. Quantity Discounts:** As reflected in the price list.

**8. Prompt Payment Terms:** Net 30 Days



**9a. Notification That Government Purchase Cards are Accepted at or Below the Micro-purchase threshold:** Yes

**9b. Notification Whether Government Purchase Cards are Accepted or not accepted above the Micro-purchase threshold:** Yes

**10. Foreign Items:** N/A

**11a. Time of Delivery:** Specified on the Task Order.

**11b. Expedited Delivery:** To be determined at the time of task order/delivery.

**11c. Overnight and Second Day Delivery:** To be determined at the time of task order/delivery.

**11d. Urgent Requirements:** Circle 6 Consulting, Inc. will negotiate with the contracting agencies on an ad hoc basis in an effort to meet accelerated delivery for rush requirements.

**12. FOB Point(s):** Destination.

**13a. Ordering Address:** Please forward all orders to the designated individual at the address below:

Attn: Nathan Sprague  
Circle 6 Consulting, Inc.  
1185 Jack Smith Road  
Rockfield, KY 42274

Telephone: (270) 282-1053  
Facsimile: (270) 796-8357  
Email: [nsprague@circle6consulting.com](mailto:nsprague@circle6consulting.com)

**13b. Ordering Address:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).



**14. Payment Address:**

Attn: Nathan Sprague  
Circle 6 Consulting, Inc.  
1185 Jack Smith Road  
Rockfield, KY 42274

Telephone: (270) 282-1053  
Facsimile: (270) 796-8357  
Email: [nsprague@circle6consulting.com](mailto:nsprague@circle6consulting.com)

**15. Warranty Provision:** N/A

**16. Export Packing Charges:** N/A

**17. Terms and conditions of Government Commercial Credit Card**

**Acceptance:** Government purchase cards will be accepted above the micro-purchase threshold

**18. Terms and Conditions of Rental, Maintenance and Repair:** N/A

**19. Terms and Conditions of Installation:** N/A

**20. Terms and Conditions of Repair Parts Indicating Date of Parts Lists and Discounts from List Prices:** N/A

**21. List of Service and Distribution Points:** N/A

**22. List of Participating Dealers:** N/A

**23. Preventative Maintenance:** N/A

**24a. Special Attributes Such as Environmental Attributes:** N/A

**24b. Section 508 Compliance Information:** N/A

**25. Data Universal Number System (DUNS) Number:** 791784031

**26. Notification Regarding Registration in the Central Contractor Registration (CCR) Database:** Circle 6 Consulting, Inc. has registered in the CCR under CAGE code 4R3S7

## SERVICES AND PRICING

### SIN 874-1: Consulting Services

Circle 6 Consulting, Inc. provides expert advice, assistance, guidance or counseling in support of mission oriented business functions. This includes studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts.

Examples of consultation include but are not limited to: Business Assessments; Strategic Planning; Balanced Scorecard; Lean Deployments; Lean Six Sigma Deployments; Green Belt, Black Belt, Lean Master, and Master Black Belt Coaching and Mentoring; Leadership Coaching and Mentoring; Change Management; Enterprise-wide Project Execution; Complex Data Analysis; Experimental Design; Design of Sampling Plans; Supply Chain Quality Assurance; Laboratory Test Procedures.

#### **MOBIS AWARDED RATES**

Labor Category	Unit	GSA Labor Rates
Executive Consultant	Hour	\$396.98
Senior Consultant / Master Black Belt	Hour	\$310.14
Consultant / Black Belt	Hour	\$238.68
Program Manager / Training Development Manager	Hour	\$279.12

*Note: All labor rates are inclusive of the Industrial Funding Fee (IFF) of 0.75%*





## **SIN 874-2: Facilitation Services**

Circle 6 Consulting, Inc. provides facilitation and related decision support services for agencies engaged in collaboration efforts, working groups, or integrated product, process, or self-directed teams. We assist in: the use of problem solving techniques; defining and refining the agenda; debriefing and overall meeting planning; resolving disputes, disagreements, and divergent views; logistical meeting/conference support when performing technical facilitation; convening and leading large and small group briefings and discussions; providing a draft for the permanent record; recording discussion content and enabling focused decision-making; and preparing draft and final reports for dissemination.

Examples of Facilitation include but are not limited to: Business Assessments; Strategic Planning; Balanced Scorecard; Change Management; Enterprise-wide Project Execution; Complex Data Analysis; Experimental Design; Design of Sampling Plans; Laboratory Test Procedures; Kaizen Events, Rapid Process Improvement Workshops (RPIW), and Rapid Improvement Events (RIE).

### ***MOBIS AWARDED RATES***

<b>Labor Category</b>	<b>Unit</b>	<b>GSA Labor Rates</b>
<b>Executive Consultant</b>	<b>Hour</b>	<b>\$396.98</b>
<b>Senior Consultant / Master Black Belt</b>	<b>Hour</b>	<b>\$310.14</b>
<b>Consultant / Black Belt</b>	<b>Hour</b>	<b>\$238.68</b>
<b>Program Manager / Training Development Manager</b>	<b>Hour</b>	<b>\$279.12</b>

*Note: All labor rates are inclusive of the Industrial Funding Fee (IFF) of 0.75%*

## Labor Category Descriptions

### **Executive Consultant**

Position Duties/Responsibilities: The Executive Consultant is responsible for overall client relationship management and oversees all client activities. The Executive Consultant is responsible for overseeing the project plan and leading the client through all activities. The Executive Consultant designs and researches the specific project tasks as well as provides feedback and insight to the client. The Executive Consultant will be overseeing the leadership/management development program for clients as well as program change management activities. The Executive Consultant may lead the development of custom training materials, case studies, and/or business cases. Client presentations are required.

Minimum Education: Bachelor's Degree required. Many Executive Consultants hold advanced degrees, and an MBA is preferred.

Minimum Experience: At least 15 years of increasing responsibility for large, complex learning, development, and consulting projects or a combination of consulting experience and leadership positions within the commercial business sector, academia, or government. Has significant experience in project management, client relationship management, resource recruiting and retention, thought leadership, and practice management. Has demonstrated mastery of oral and written communication skills, problem-solving skills, and facilitation skills.

Required Certifications/Clearances: Although not required, most Executive Consultants are certified Lean Six Sigma Master Black Belts.

### **Senior Consultant/Master Black Belt**

Position Duties/ Responsibilities: The Senior Consultant/Master Black Belt will develop and maintain strong relationships. S/he will manage project details, have effective problem solving skills, coach internal and client personnel, and negotiate. The Senior Consultant/Master Black Belt will be responsible for leading, facilitating, and consulting a full array of Lean, Six Sigma, or Lean Six Sigma events and deployments. This includes, but is not limited to, formal training of Green Belts, Black Belts, Master Black Belts, Project Champions and/or Executives, facilitating Kaizen or Rapid Improvement Events; and advising, consulting, coaching and mentoring as it relates to Lean Six Sigma tools, methodologies, philosophies, and deployments. The Senior Consultant/Master Black Belt may develop curriculum and training modules related to Lean Six Sigma tools and methodologies.

The Senior Consultant/Master Black Belt will lead project teams and foster collaboration, manage multiple streams of work, coordinate scheduling, and manage resources to support the overall client engagement. The Senior Consultant/Master Black Belt may prepare and provide reports for the client and/or internal applications.

Minimum Education: Bachelor's Degree required. Many Senior Consultants/Master Black Belts hold advanced degrees.

Minimum Experience: At least 10 years of combined general industry and consulting experience. Proven experience consulting, facilitating, or teaching specifically with Lean Six Sigma tools and methodologies. In-depth knowledge of basic, advanced, and expert-level Lean Six Sigma tools. Experience supervising and organizing staff, project schedules and project deliverables on multiple streams of work.

Required Certifications/Clearances: Minimum certified Lean Six Sigma Master Black Belt

### **Consultant/Black Belt**

Position Duties/ Responsibilities: The Consultant/Black Belt will develop and maintain strong relationships. S/he will manage project details, have effective problem solving skills, coach internal and client personnel, and negotiate. The Consultant/Black Belt will be responsible for leading, facilitating, and consulting a full array of Lean, Six Sigma, or Lean Six Sigma events, projects, and deployments. This includes, but is not limited to, formal training of Green Belts, Black Belts, Project Champions and/or Executives, facilitating Kaizen or Rapid Improvement Events, and advising, consulting, coaching and mentoring as it relates to Lean Six Sigma tools, methodologies, philosophies, and deployments. The Consultant/Black Belt will lead project teams and foster collaboration, manage multiple streams of work, coordinate scheduling, and manage resources to support the overall client engagement. The Consultant/Black Belt may prepare and provide reports for the client and/or internal applications.

Minimum Education: Bachelor's Degree required. Many Consultants/Black Belts hold advanced degrees.

Minimum Experience: At least 7 years of combined general industry and consulting experience. Proven experience consulting, facilitating, or executing projects specifically with Lean Six Sigma tools and methodologies. In-depth knowledge of basic and advanced level Lean Six Sigma tools.

Required Certifications/ Clearances: Minimum certified Lean Six Sigma Black Belt.

### **Program Manager/Training Development Director**

Position Duties/ Responsibilities: The Program Manager/ Training Development Director (PM) provides multiple services to project completion including overseeing the provisions of the contract, ensuring compliance with the contract documents as well as providing course development and conducting instructor led training. Plans, develops, and organizes programs to train and develop personnel. This position analyzes the training needs to support the contract goals, and prepares special courses and related documentation. The PM normally conducts training and development classes and assists in developing criteria to measure the effectiveness of courses.

Minimum Experience: At least 5 years of combined general industry and consulting experience. Proven experience consulting, facilitating, or executing projects specifically with Lean Six Sigma tools and methodologies. In-depth knowledge of basic and advanced level Lean Six Sigma tools.

Required Certifications/ Clearances: None

## SIN 874-4: Training Services

Circle 6 Consulting, Inc. provides support of planning, creating, and/or executing test administration, learning management, customized subject matter specific training and/or educational courses that are delivered via an instructor-led (i.e. traditional classroom setting or conference/seminar) and/or web-based (i.e. Internet/Intranet, software packages and computer applications) system.

We offer course development in following subject areas: Lean Six Sigma: Executive Leadership Training, Project Sponsor Training, Lean Master, White/Yellow Belt, Green Belt, Black Belt, and Master Black Belt.

Our custom curriculum development packages are comprehensive. All datasets for exercises, templates, tools, instructor files, test banks, presentation slide decks, and student workbook files are included.

Development Methodology: We follow the structure of the adult learning model to develop the most effective, unique LSS programs of instruction on the market. Our material is developed by certified Master Black Belts and PhDs in relevant fields who all have more than 15 years of experience teaching the LSS methodology and real-world application. Our curriculum includes all of the following methods to maximize the student's ability to retain and apply the course subjects:



### MOBIS AWARDED RATES

Labor Category	Unit	GSA Labor Rates
Executive Consultant	Hour	\$396.98
Senior Consultant / Master Black Belt	Hour	\$310.14
Consultant / Black Belt	Hour	\$238.68
Program Manager / Training Development Manager	Hour	\$279.12

*Note: All labor rates are inclusive of the Industrial Funding Fee (IFF) of 0.75%*

## **SIN 874-5: Support Products**

The work performed under this SIN shall be associated with existing SIN(s) that are part of this schedule. Ancillary supplies and/or services shall not be the primary purpose of the work ordered, but be an integral part of the total solution offered. Ancillary supplies and/or services may only be ordered in conjunction with or in support of supplies or services purchased under another SIN(s) of the same schedule.

### ***MOBIS AWARDED RATES***

<b>Support Product</b>	<b>Unit</b>	<b>GSA Price</b>
<b>LSS Black Belt Binder (8 binders required)</b>	<b>Each</b>	<b>\$44.89</b>
<b>LSS Green Belt Binder (4 binders required)</b>	<b>Each</b>	<b>\$44.89</b>
<b>LSS Lean Training Binder (2 binders required)</b>	<b>Each</b>	<b>\$44.89</b>

*Note: All Product Rates are inclusive of the IFF (Industrial Funding Fee) of 0.75%*